



An Introduction
to
CDI
Consultation Program for Enterprises

China Development Institute



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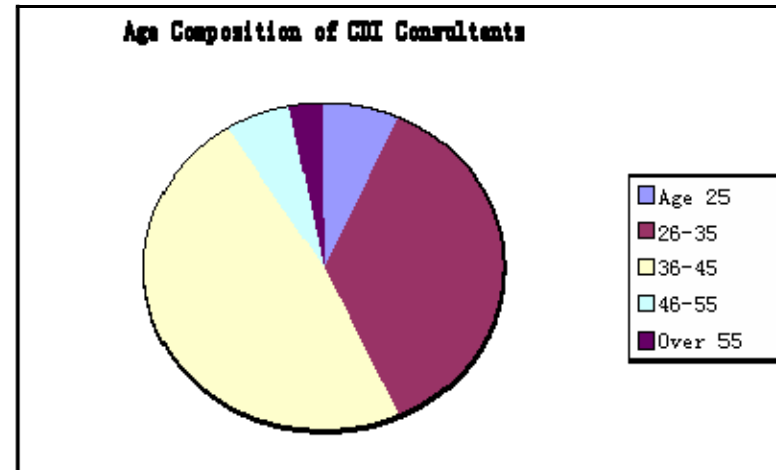
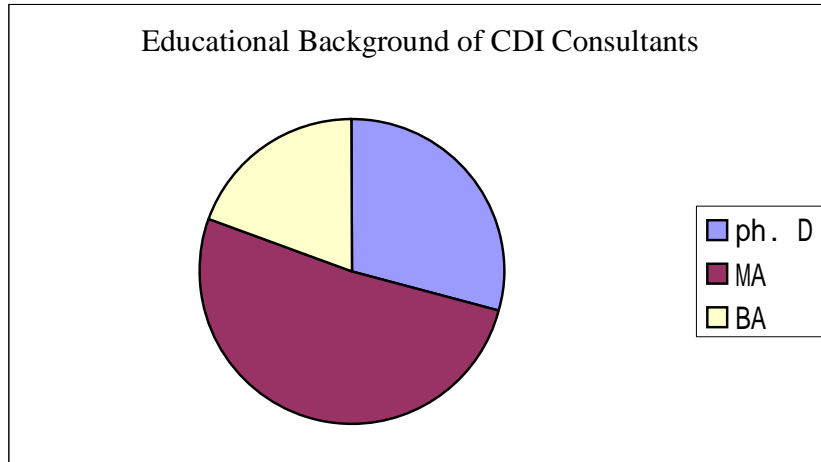
1. Background of CDI

· CDI stands for the China Development Institute (Shenzhen, PRC), which is described as "China's Think Tank". It is an independent research and consulting institution approved to be established by the State Council, and receiving guidance from the Research Office of the State Council. From the very beginning as CDI was founded in 1989, the institution appeared as a forerunner of China's reform program, and was the first Chinese research and consulting institution to try market-oriented operations. At present, it is one of the largest, most experienced and most successful research organizations, providing the most comprehensive scope of services, and ;was the first Chinese institution which was selected as Global Top 100 Think Tanks. As compared with Chinese official research organizations of similar type, CDI has built up its "core expertise" based on modern consulting theories and methods, with a success rate of 90% of all the consulting projects it handles; while compared with its foreign counterparts, CDI not only has a thorough understanding of China's national conditions and a good knowledge of China's social and economic structures, but also clearly knows the evolution process and future direction of the government's policies, which makes it easier to provide consulting services to Chinese social and economic organizations.

· CDI is a comprehensive research and consulting organization. Its specialty is to conduct extensive and thorough consulting services on the basis of researches. Such consultations not only target at central and local government institutions and social groups and organizations, but also enterprises and individuals. In providing consulting services to enterprises, CDI focuses on both the long-term development and the sustainable competitiveness of the enterprise, and the establishment of a rational structure, system and mechanism on the basis of a thorough "diagnosis" of the enterprise centered on "cost-profit". Due to its close ties with the government, it can help enterprise better communicate with the government authorities and settle some practical problems. This is what distinguishes CDI from other consulting agencies, both State-owned and private ones.



- While focusing its corporate consulting services on Chinese enterprises, CDI also provides consultations to multinational companies to help them enter the China market. The corporate clients of CDI include state-owned enterprises and privately run enterprises, publicly listed companies, foreign invested enterprises and joint ventures. These enterprises are engaged in infrastructure, energy and basic materials, building materials, real estate, finance and securities, IT, retailing, medicine, customer products, etc. CDI tailors its services to the different needs of the clients, focusing on the combination of international practices with China's actual circumstances.
- One of the features which distinguishes CDI from other Chinese consulting agencies is its professionals, young and vigorous, with good educational background and high degrees and academic titles, including doctors, masters and senior academics. Being the "back-bones" of CDI, most of them have had experiences working with research organizations, government institutions, and large-scale enterprises, thus they have both good knowledge and practical experiences of the operations of Chinese enterprises.





2.Scope of Consulting Services to Enterprises

State-owned Enterprises:

- Baoshan Steel Group
- China Coal Import And Export Company
- Guangdong Unclear Group
- Gezhoubu Group
- Shenzhen Energy Group
- Shenzhen Construction Holdings Co
- Nanhai Oil Shenzhen Development Group
- Guiyang Gas Company
- Inner Mongolia Shiqi Group

Public Listed Companies

- Gezhoubu Group (Shanghai Stock Exchange 60068)
- Guangdong Hongyuan Group (Shenzhen Stock Exchange 0573)
- CATIC Shenzhen Group (Shenzhen Stock Exchange 0026, 0050)
- Shenzhen Fangda Group (Shenzhen Stock Exchange 2055)
- TCL Group (Shenzhen Stock Exchange 0524)

Different Ownership

Foreign Investment Companies (including Joint Ventures):

- Matsushita Company, Japan
- Yanhan Group, Japan
- Wal-Mart, the United State
- Zhuli Electric Appliances Co., Hong Kong
- YanTian International, Huchingson Whompoe
- HongKong Huarun Group

None State-Owned Enterprises:

- Shenzhen Haiwang Group
- Guangdong Hongyuan Group
- Shenzhen Sanrong Company
- shenzhen Chuangye Company



Infrastructure

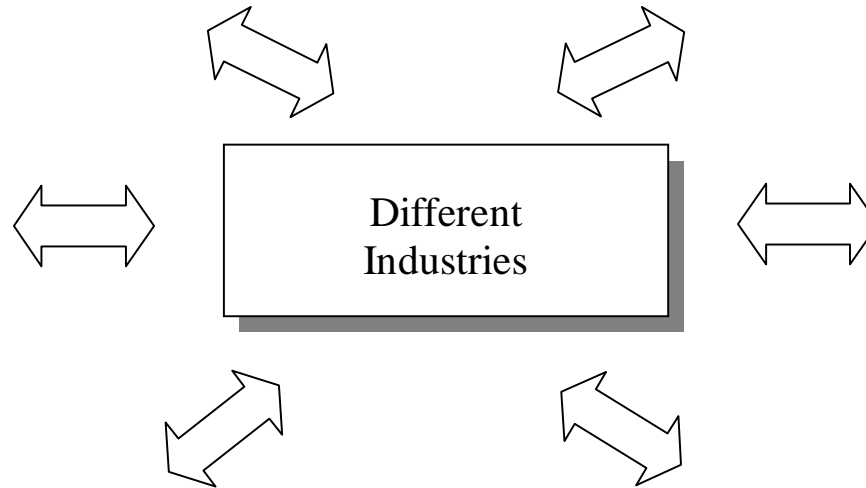
- Guangdong Unclear Power(Electricity)
- Shenzhen Energy(Electricity)
- Yantian Group(Port)

Construction Material & Real estate

- Gezhoubu Group
- Shenzhen Municipal Construction Group
- Shenzhen Special Zone Development Group
- China Bao'an Group

Commercial Retail

- Wal-Mart Group
- Yaohan Group



Medical Industry:

- Neptune Group
- Sanrong Group

IT & Communication

- TCL Group
- Longfei Paging Group.
- Legend Group

Financing & Security

- Jun'an securities
- Shenzhen Development Bank
- Shanxi National Investment



3. Core Expertise of CDI in Eight Leading Fields

Development Strategy and Planning:

- Environmental Evaluation of Enterprise Development
- Development of Enterprise Development Strategy
- Development of Business Cooperation and Development Target
- Development of Market Entry and Competition Strategy

Merger & Acquisition and Re-structuring:

- Development of M & A Strategy and Integrated Plan
- Financial Evaluation of M & A Activities
- Preparation of Business Re-structuring Plan
- Development of Organizational Re-structuring and Management Process
- Development of Control and Support System for the Implementation of M & A and Re-structuring Process

Investment Decision-making and Project Evaluation:

- Development of Decision-making System and Management Process for Strategic Investment
- Analysis of Economic Feasibility in Investment Project
- Evaluation of Investment Risks and the Development of Risk-Control Process

Cost Control and Quality Certification:

- Evaluation of Financial Performance
- Development of Cost-Control Process
- Development of Supply Chain Management System
- Total Quality Controlling

Organization, Management and Incentive Mechanism:

- Diagnosis of Corporate Organization and Personnel Management
- Competitiveness Analysis of Corporate Management
- Development of Program for Company Management Structure
- Program for Inner Controlling Mechanism in a Group
- Program for Management System in Parent Company and Subsidiaries
- Program for Incentive Mechanism and Human Resources Management



Market Research and Branding Strategy:

- Diagnosis of Enterprise Marketing
- Analysis of Market Situation
- Development of Competition Policy
- Development of Branding Strategy
- Marketing and Publicity Program for Corporate Brand

Public Relations and External Environment Coordination:

- Public Relations in Enterprise Development
- Communication with the Government
- Coordination of External Environment of the Enterprise

IT Strategy and Training:

- Development of Overall Plan for Enterprise IT Strategy
- Development of E-commerce Solutions and Process
- Training for the Implementation of Information Strategy



4. Consulting Services to Enterprises

Development Strategy and Planning of Certain Industry

<i>Typical Common Problems</i>	<i>CDI's Solutions</i>	<i>Results</i>
<p>Inadequate Analysis of External Environment and Changes of Competitive Pattern</p> <p>Chasing Market Trends without the Concept of Strategic Management</p> <p>Lacking of Concrete Development Strategy</p> <p>Lacking of Effective Implementing Plan</p> <p>Unstable Development Strategy due to Change in Management Employees</p>	<p>Investigate and Accurately Evaluate Development Potential of the Industry</p> <p>Comprehensive Evaluation of Enterprise's Strategic Resources</p> <p>Research and Analysis of Competitive Pattern and Information About Competitions in the Industry</p> <p>Thoroughly Diagnosis of the Problems in the Development of Enterprise</p> <p>Setting up Optional Development Strategy and Target</p>	<p>Clarification of Market Direction and Strategic Target</p> <p>Working out Corresponding Development Program</p> <p>Implementation of New Strategic Management Model</p> <p>Drawing up of Detailed Measures aiming the Target</p>



Merger, Acquisition and Re-structuring

Typical Common Problems

- Decentralization of Resources, Chasing “hot” industry
- Lacking of creativity in technology, products and market, without distinguished competitive ability in key industry
- Low profitability causes by excessive emphasis on extension of scale
- Low efficiency resulting from over-emphasis to fiscal number instead of business integration and efficiency.
- Low efficiency in administration structure and unclear business structure

CDI's Solutions

- Application of CDI comprehensive evaluation index to analyze key competence of merger parties.
- Analysis of acquisition or merger cost and process.
- Design of management structure, business structure after the acquisition and merger.
- Plan for Management System and Organizational Structure
- Phasing Development Program

Results

- Formation of comprehensive plan for acquisition and merger
- Working out all-conceived program to implement
- Working out program for integration of business, culture and distribution of power
- Setting up effective organization and personnel system
- Improvement of profitability



Investment Decision-making and Feasibility

<i>Typical Common Problems</i>	<i>CDI's Solutions</i>	<i>Results</i>
<ul style="list-style-type: none">• Lacking of scientific investment decision-making system• Lacking of reliable market investigation• Lacking of systematic knowledge of aimed project• Lacking of rules and practicality in carrying out feasibility research	<ul style="list-style-type: none">• Adjustment and regulation of investment decision-making process.• Thorough research and investigation of market situation for the invested project.• Making pre-feasibility and feasibility research on the project to be invested.• Research on financing strategy of the project• Assistance to obtain governmental policy	<ul style="list-style-type: none">• Formation of scientific investment decision-making and investment management system• Detailed pre-feasibility and feasibility research and report.• Improvement of efficiency of investment management• Exploration of financing approaches and improvement of financing management



Cost Control and Quality Certification

Typical Common Problems

- Being weak in new products research, development and technical management
- High cost and unstable quality
Low efficiency of supply chain management.
- Out-of-date cost controlling method.
- Lacking of international standardized management system

CDI's Solutions

- Make research and development strategy for new products and resource relocation.
- Program for new layout of production facilities and management process.
- Working out all-sided quality control program and operation process.
- Training for overall quality controlling management.
- Design for new supply chain
- Design for new cost-controlling system

Results

- New production and management structure
- Highly efficient supply chain
- Low cost and high performance efficiency
- New research and development system
- Attainment of ISO certification in quality management system.



Organization Structure and Incentive Mechanism

<i>Typical Common Problems</i>	<i>CDI's Solutions</i>	<i>Results</i>
<ul style="list-style-type: none">• Unclear concept of group function• Incoherent structure function and business development strategy.• Incompletion of management structure and out-of-date regulations• Lacking of controlling mechanism of profit balance between group company and subordinate company• Lacking of scientific principle for the distribution of revenue• Lacking of effective training and selection system for human resources• Lacking of enterprise culture with strong cohesive power.	<ul style="list-style-type: none">• Analysis of functional positioning for group company.• Analysis of relation between business development and inner structure• Re-design of management structure of the company• Formation of comprehensive target responsibility system• Program for human resources training and business development in accordance with enterprise requirements and structural changes• Plan for recruiting high rank human resources• Analysis of weak point in enterprise culture and clarification of development requirements	<ul style="list-style-type: none">• Functional positioning of group company.• The establishment of elastic inner organization corresponding to long-term development.• Formation of scientific administrative structure and strict management controlling system• Formation of scientific human resources evaluating mechanism and effective incentive• Improvement of work efficiency and enthusiasm of the employee• Reduction of management cost• Improvement of cohesive function of enterprise culture



Market Investigation and Famous Brand Strategy

Typical Common Problems

- Lacking of systematic market investigation and clear idea of market position of the enterprise.
- Chaotic sales system and high expenditure
- Single marketing channel and undue dependence on advertisement or price war
- Lacking of concrete brand strategy and Brand development method.

CDI's Solutions

- Systematic investigation and analysis of market demand and potential clients.
- Investigation and analysis of rival's success or failure
- Drawing up marketing strategy and pmgram
- Analysis of marketing cost and redesign marketing structure.
- Investigation of market reputation and evaluation of brand image.
- Brand advertisement program

Results

- Formation of dynamic market investigating system and analytical method
- Formation of all-dimensioned marketing system and management structure.
- Enhancement of efficiency in marketing management
- Laying down marketing strategy and brand strategy
- Increasing brand value and better brand image



Advisory on Influence of Government Policy to Enterprises

Typical Common Problems

- Lacking of deep understanding of government macroeconomic policy and specific industrial development policy.
- Inadequate understanding and practicing of government policy resources.
- Incorrect handling of external condition (government policy) affects long term development of enterprise.

CDI's Solutions

- Thorough analysis and study of government Macroeconomic policy and specific industrial development policy
- Bridging and coordinating enterprises and government departments
- Bring up issues confronting enterprises to government by experts and scholars

Results

- Accurate understanding and practicing of relevant policy by enterprise.
- Make full use of government policy and promote the development of business.
- Converting policy resources into productivity.
- Better coordination of government and enterprises, paving a smooth road for the development of enterprises under good public relations.



Information Technology Strategies and Training

Typical Common Problems

- Lacking of concrete information development strategy, unable to utilize information technology to set up a platform for business operation
- Incompatibility between new information strategy and current business operation, organization and human resources
- Non-integration of E-commerce and business development
- Lacking of component to utilize and develop information resources
- Incompletion of decision making information or high information cost

CDI's Solutions

- Analysis of business operation, evaluation of information demand of enterprise and research on potential influence of new information technology.
- Tailoring IT strategy to fit the enterprise
- Introducing new IT, make ERP, design new IT system covering organization, business model, fiscal management, HRM, CRM, Supply Chain management and design business process.
- Perform training for new IT system and BPR assistance and human resource training.

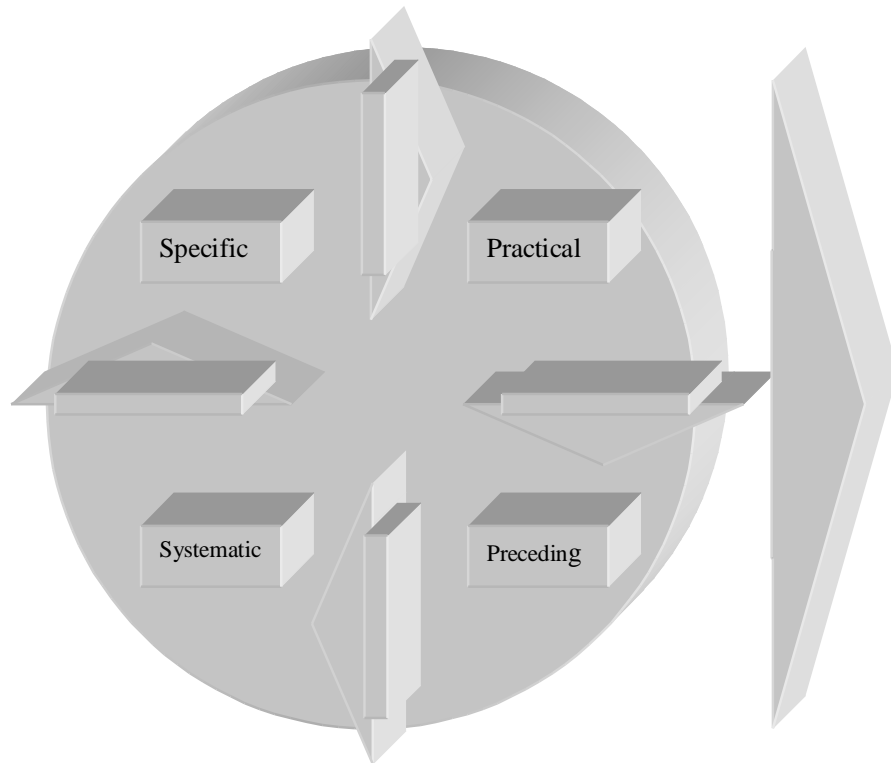
Results

- Establish IT development strategy in the time of computer networks.
- Formation of all new IT implementing plan based on E-Commerce
- Full combination of information technology to management (including enterprise strategic management, organization management, human resources management, business management and CI management)
- Enhancement of enterprise's ability to utilize information technology and to develop information resources



5.CDI's Specialty

· CDI Consultant Principal

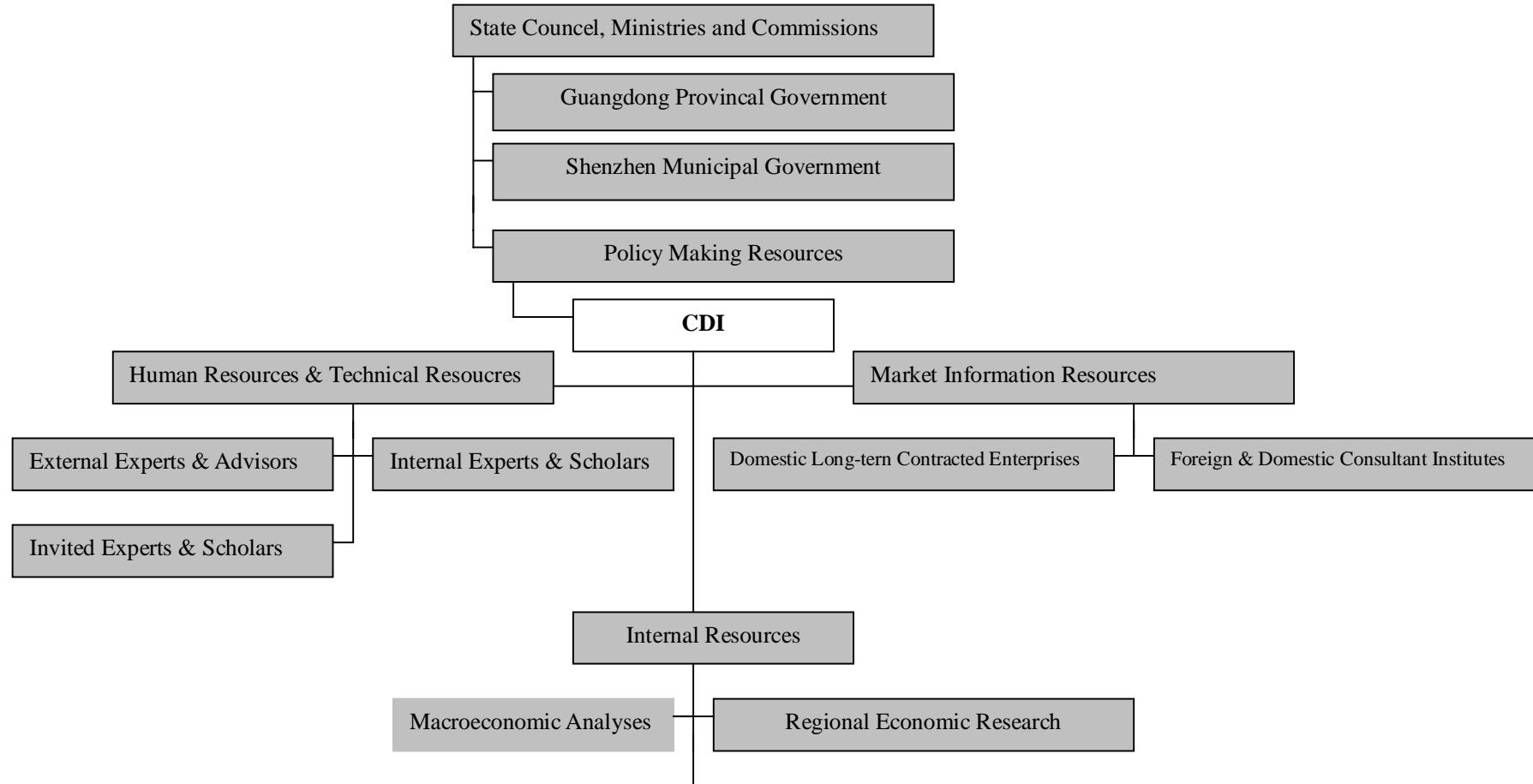


CDI Consultant Principal

- Provide high quality consultant service b professional experts with scientifi methodology and honest attitude.
- Listen to clients, respect client, satisfy client.
- Offer premium quality product
- Offer Scientific and operational product.

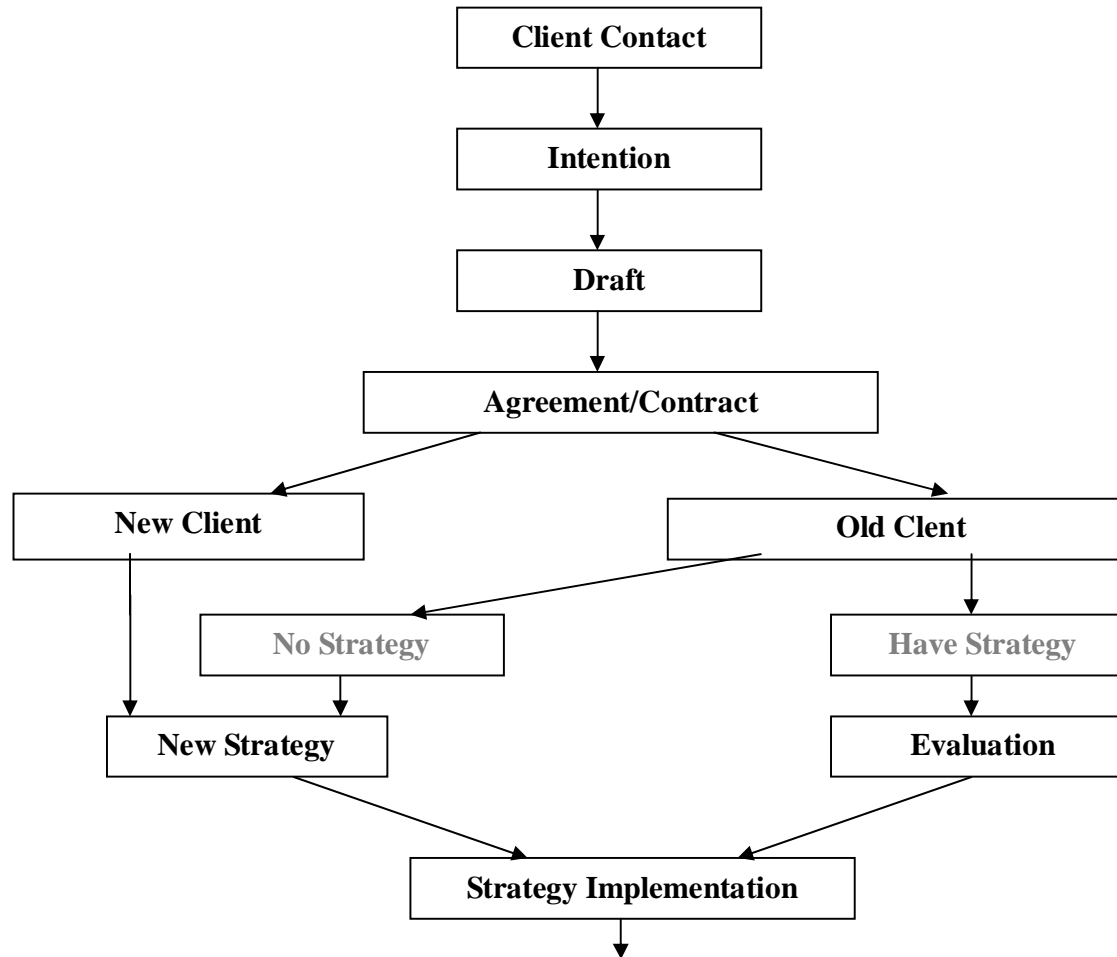


Benign Government Background





Scientific Methods: CDI Consultation Process



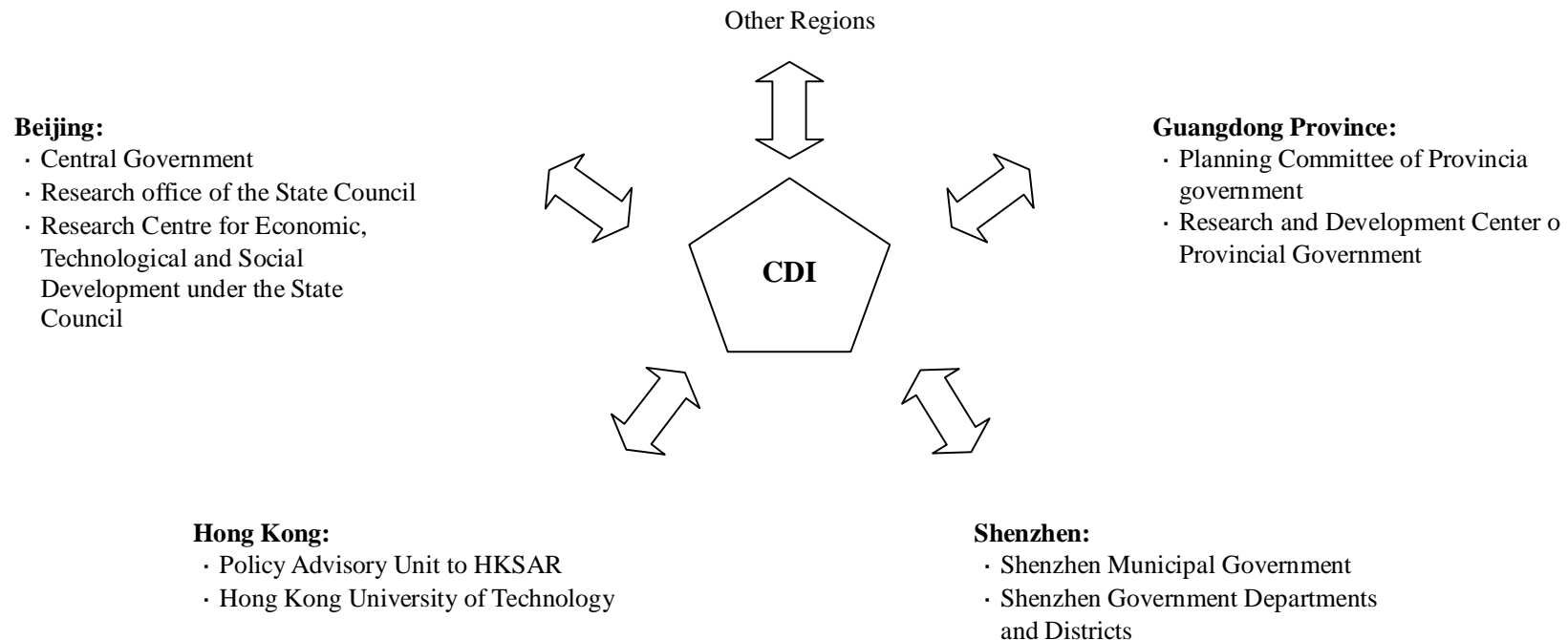


Marketing Strategy, Networks Construction, Loan & Investment Plan, Product & Service Design, Internal Incentive Mechanism

Means of Service

- By means of industrialized operation system, CDI serves enterprises with Chinese characteristic technical method operation rules.
- CDI created the unique system of level-evaluation method in combination of numerical analysis and diagraphical analysis.
- CDI guarantee consultant product quality by standardization of design and working process with reference to ISO9000 standard.

CDI has established strategy alliance, mobilizing all kinds of resource to provide enterprises with professional services from various angles.





6. Sample Cases of Consultant to Enterprises

Project Name	Category	Entrusting Party	Industry	Time	Project Contents
Feasibility on Establishing Nationwide Retail Shops in China	Investment Consultation	Wal-Mart(China) LTD., Co.	Retail	2000	<ul style="list-style-type: none"> · Analysis on development of China's retail chain stores. · Analysis on investment environment and development history of retail industry in major cities in China. · Analysis on conditions that establish chain retail stores by foreign investor in China. · Analysis on fiscal conditions for establishment of chain retail stores in China.
Planning & Development Strategy for Yantian Port Group Co., Ltd.	Management and Strategic Consultation	Yantian Port Group Co. Ltd.	Transportation	2000	<ul style="list-style-type: none"> · Re-valuate key resource of enterprise · Analysis and choice of leading business for the company. · Make plan on industry enter and withdraw.
Comparative Study of Joint Venture Model on 3 rd Phase Development of Yantian Port	Fiscal Advisory	Yantian International Container terminals Ltd. (Public Listed)	Transportation	1999	<ul style="list-style-type: none"> · Evaluation of profitability of investment on the 1st and 2st phase project in Yantian Port. · Risk and profit analysis for 3rd phase construction · Comparative analysis on joint venture model and loan plan.
Shenzhen Energy Group Corp: Staff Dividend-Share Plan	Management consultation-Incentive Mechanism	Shenzhen Energy Group Corp (Public Listed)		1999	<ul style="list-style-type: none"> · Comparative analysis on experience of human resource as capital in distribution home and abroad. · Design plan of human resource as capital In enterprise share distribution. · Evaluation of human resource capital.



Project Name	Category	Entrusting Party	Industry	Time	Project Contents
Enterprise Diagnosis - CATIC Shenzhen Technology Ltd.	Management Consultation -Diagnosis of Enterprise Organization and Strategy	CATIC Shenzhen Technology Shenzhen Co., Ltd.	Comprehensive	1998	<ul style="list-style-type: none"> · Evaluation of enterprise competence in core business · Analysis on development potential of core business · Rational analysis of infrastructure
Enterprise Diagnosis- China Coal Exp & Imp Corporation	Management Consultation	China Coal Exp & Imp Corporation	Foreign Trade	1998	<ul style="list-style-type: none"> · Research on market situation of major business · Analysis of enterprise position in competition and valuation of major competence. · Available development strategies and comparative analysis of difference models. · Fiscal status and loan ability analysis and measurement. · Rules to set up modern enterprise system and implementation plan.
Development Strategy and Planning for Gezhouba Power Group Corporation	Management Consultation	Gezhouba Water Power Group Corporation	Construction	1997	<ul style="list-style-type: none"> · Analysis of market and competitiveness of core business · Advantage and disadvantage analysis of enterprise competitiveness · Enterprise strategy and its goal. · Development strategy of leading business · Forecast in capital demand and plan to attract investment. · The tactics of using and disbanding the enterprise human resource



Project Name	Category	Entrusting Party	Industry	Time	Project Contents
Feasibility on setting up Southern China Branch	Investment Consultation	Matsushita Electronics LTD., Co., Japan	Electronics	1997	<ul style="list-style-type: none"> · Comparative study on investment environment of Pearl River Delta. · Research on local policies and regulations in customs, taxation, processing industry and give advise to enterprise.
Management Consultation for TCL Group Corporation	Management Consultation	TCL Group Corporation (Public Listed)	Household Appliance	1997-2000	<ul style="list-style-type: none"> · Consultation on development strategy. · Consultation of merger and restructuring. · Marketing research. · Consultation of human resource management. · Research on group corporation function.
Professional Operation of Warehouse Leasing Company	Management Consultation	Shenzhen City Construction and Development Group Co.	Real Estate	1997	<ul style="list-style-type: none"> · Warehousing business and capital re-organization plan. · Operation process and management modernization in warehouse business.
Feasibility on Establishment of Wal-Mart Super Center in Shenzhen	Investment Consultation	Wal-Mart (China) LTD., Co.	Retail	1996	<ul style="list-style-type: none"> · Analysis of market situation and potential for retail industry in Shenzhen. · Analysis on competitiveness and financial status for major retail enterprises in Shenzhen. · Market Investigation · Evaluation of social benefit · Analysis on balance point of profit, · Analysis and advisory on business risk



Project Name	Category	Entrusting Party	Industry	Time	Project Contents
Feasibility on Establishment of Japanese Investment Zone in Zhongshan Torch Hi-Tech Development Zone	Investment Consultation	Zhongshan Torch Hi-Tech Development LTD., Co.	High-Tech	1996	<ul style="list-style-type: none"> · Analysis on investment preference of Japanese investors in Guangdong region. · Investment demands to Japanese capital with upgrade of Guangdong industries. · Major policy of attracting Japanese capital. · Feasibility report on establishment of Japanese Investment Zone.
Sino-Foreign Comparative Study on Administration of Public Listed Companies	Management Consultation	China Bao'an Group LTD., Co. (Public Listed)	Comprehensive	1996	<ul style="list-style-type: none"> · Comparative study of finance management of public listed companies in home and abroad. · Comparative study of human resource management. · Comparative study of decision-making mechanism.
Research on Strategy for Yaohan Group to Develop Retail Industry in China	Investment Consultation	Japan Matsushita Electmics LTD., Co.	Investment Consultation	1991	<ul style="list-style-type: none"> · Define strategy for Yaohan group to enter China market. · Comparative study on choosing business partners for Yaohan Group.



7. Sample Consultant Cases in Different Fields

Field of Consultant	Project	Entrusting Unit
Development Strategy And Industry Planning	<ul style="list-style-type: none"> The economic development strategy and plan of Shenzhen South China Sea Oil Development Co Industrial Zone 	<ul style="list-style-type: none"> South China Sea Oil Development Shenzhen Service (Group) Company
	<ul style="list-style-type: none"> Feasibility study and market development planning of Shenzhen China Commercial Town 	<ul style="list-style-type: none"> Shenzhen Aviation Town Group Co
	<ul style="list-style-type: none"> Development strategy for Gezhouba Power Group Corporation 	<ul style="list-style-type: none"> Gezhouba Power Group Co., Ltd.(600068) The first batch of national enterprises that launches a pilot project, the biggest irrigation works installing and engineering company in China, the main contractor of Gezhouba, Er'tan and Three Gorges Power Plant.
	<ul style="list-style-type: none"> Planning and strategy design of diversified business development for Guangdong Nuclear Power Group 	<ul style="list-style-type: none"> Guangdong Nuclear Power Group, the first batch of national enterprises that launches a pilot project
	<ul style="list-style-type: none"> Five-year Development Plan for Shenzhen FangDa Group 	<ul style="list-style-type: none"> Shenzhen FangDa Industrial Co., Ltd. (0055) A public listed company in Shenzhen Stock Exchange, Key industry - new building materials production.
	<ul style="list-style-type: none"> Report on Improvement of Management for China Yaohua Glass Group 	<ul style="list-style-type: none"> China Yaohua Glass Group, one of major glass manufactures in China
	<ul style="list-style-type: none"> Analysis on Technology Innovation of China Enterprises 	<ul style="list-style-type: none"> Shenzhen Neptune Group Holding company of Shenzhen Neptune Biological Pharmacy Company, a public listed company in Shenzhen Stock Exchange (0078), manufacturer of biological pharmacy, health-assistatu products and pharmacy chain retailer
	<ul style="list-style-type: none"> Enterprise scheme for Shenzhen Longfei Page co., Ltd. 	<ul style="list-style-type: none"> Longfei Paging Co., Ltd The second largest paging company in Shenzhen
	<ul style="list-style-type: none"> Construction of information data base for medium and minor enterprises in China 	<ul style="list-style-type: none"> The State Economic and Trade Commission
<ul style="list-style-type: none"> Development strategy and planning of South China Co of China Legend Group 	<ul style="list-style-type: none"> Legend Group South Co., Ltd. The biggest PC manufacture in China 	



Field of Consultant	Project	Entrusting Unit
	<ul style="list-style-type: none"> Development strategy and planning of Yantian Port Group Co. 	<ul style="list-style-type: none"> Yantian Port Group Co., Ltd Mother company of Yantian Port Stock Ltd., a public listed company in Shenzhen Stock Exchange (0088), main business is planning and development and construction of Yantian port area and other related industries.
Organization Management and Incentive Mechanism	<ul style="list-style-type: none"> Enterprise diagnosis for China Coal Exp & Imp Corporation 	<ul style="list-style-type: none"> China Coal Exp & Imp Corporation The largest corporation of coal export and import in China
	<ul style="list-style-type: none"> CATIC Shenzhen Group Enterprise Diagnosis 	<ul style="list-style-type: none"> CATIC Shenzhen Group Mother company of Fyata Group (0026), Tianma (0050) and Nanguang (0043), three public listed companies in Shenzhen Stock Exchange, holding company of CATIC Industry Co., Ltd, a public listed company in Hong Kong Stock Exchange.
	<ul style="list-style-type: none"> Research on Transformation of Operation and Management System of Baoshan Steel Works 	<ul style="list-style-type: none"> China Baoshan Steel Works The largest steel manufacture in China.
	<ul style="list-style-type: none"> Comparative Study on Family Enterprise and Public Enterprise 	<ul style="list-style-type: none"> China Bao'an Group One of the first batch of public listed company in Shenzhen Stock Exchange with diversified business in real estate and other industries.
	<ul style="list-style-type: none"> Implementation Plan for Staff Shareholding of Shenzhen Energy Group Co. 	<ul style="list-style-type: none"> Shenzhen Energy Group Corp One of Top 500 enterprises in China, key enterprises that receives direct support from Guangdong provincial Government. Mother company of Shenzhen Energy Ltd, public listed company at Shenzhen Stock Exchange. Major business includes electric power generation, environment protection and information industry.



Field of Consultant	Project	Entrusting Unit
Investment Decision-Making and Project Feasibility	· Project Advisory and Implementation Agency for Setting up Yaohan Group's Retail Business in China	· Yaohan International Group The 1st, foreign retailer entering China market.
	· Consultant Report on Setting up Branch Company for Matsushita Electronics in China	· Matsushita Electronic Ltd. A well-know multi-nation corporation.
	· Feasibility Report on Establishment of Sino-Foreign Joint Venture-Wal-Mart Super Center in Shenzhen	· Wal-Mart China Co., Ltd. Wal-Mart is the largest retailer in the world. It's total sales ranks the 4th among public listed companies in the United States.
	· Project Advisory and Market Survey on the Establishment of 198,000 tons of Import Palm Oil Refinery by Zhuhai Huafeng Food Group	· Zhuhai Huafeng Foods Group Major fast food manufacture in China
	· Investment Consultation Report for Yantian International Container Terminals Ltd.	· Yantian International Container Terminals Ltd. A major investment of Hutchison Whampoa Limited established in Shenzhen
	· Survey Report on Shenzhen Leather Products Market	· Yutian Leather Products Co., Ltd. A public listed company in Hong Kong Stock Exchange
	· Research on Development of Shenzhen Jewelry Market	· Shatoujiao Bonded Zone Service Company Shatoujiao Bonded Zone is the earliest bonded zone in China
	· Report on Improvement of Management of Shenzhen Buji Agricultural Products Wholesale Market and Plan of Introducing Auction System in the market	· Preparatory office of Buji Agricultural Products Wholesale Market Presently a public listed company in Shenzhen Stock Exchange (0061).
	· Inquiry Survey on Public Stock Holder in Shenzhen	· Shenzhen Jun'an Securities Co., Ltd One with best profitability in China.



Field of Consultant	Project	Entrusting Unit
Merger, Acquisition and Capital Restructuring	· Report on Restructuring of Warehouse and Leasing Business of Shenzhen City Construction Group Corporation	· Shenzhen City Construction Group Corporation One of the largest real assets developer in Shenzhen
	· Design and Planning of Business Reconstruction System for Shenzhen Yuansheng Industrial Company	· Shenzhen Development Bank A public listed bank in Shenzhen Stock Exchange (0001).
	· Case study and Implementation Plan on Trusted Management of Yunnan Bio-Pharmacy by Shenzhen Sanshu Investment Corporation	· Shenzhen Sanshu Investment Corporation Yunnan Bio-Pharmacy Factory
	· Design on Assets Reconstruction and Organization Reconstruction for TCL Group	· TCL Group A public listed company in Shenzhen (0542) and Hong Kong Stock Exchange. Famous enterprise of Guangdong Province.
Long-term Contractor of Consultant Service	· Huizhou TCL Group Corporation	· A famous electronic enterprise, mother company of TCL Communication (public listed in Shenzhen 0542), TCL International (public listed in Hong Kong)
	· Zhongshan Torch Hi-Tech Development Zone LTD., Co.	· A public listed company in Shanghai Stock Exchange (600872)
	· Hong Kong Zhuli Electrical Appliances Corporation	· A public listed company in Hong Kong Stock Exchange